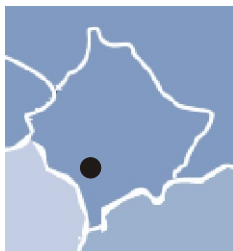




KOSOVO TRUST AGENCY
Agjencia Kosovare e Mirëbesimit ♦ Kosovska Agencija Poverenja

NBI "Rahoveci" Winery



Name: NBI "Rahoveci"

Address: Sheshi I Dëshmorëve

Municipality: Rahovec/Orahovac

Region: Prizren/Prizren

Managing Director: Hysen Canziba

Workforce: 569

Annual Revenues: 964,182 DM (2001)

Sector: Agro-processing/Wine/
Spirits

Telephone: ++ 381 29 76 131

Fax: ++ 380 29 76 361

E-mail: N/A

Website: N/A

Legal Status: Socially Owned Enterprise

**FRY Business
Registration:** Fi.492/89

**UNMIK Provisional
Registration:** 80171749

Historical Background

NBI "Rahoveci" is a specialised company involved in the production of grapes, wine and spirits. Before the conflict the winery employed some 970 workers, it now employs about 569 workers in its vineyards and winery with a total number of private farmers cultivating grapes in the municipality numbering around 3,000.

Following the cessation of the Kosovo conflict, NBI Rahoveci has been reviving its industrial activity after years of neglect, which left the vineyards and winery in poor condition. Thanks to the efforts of private farmers, the vineyards have been revived and in 2001 saw a record harvest exceeding some 30,000 tonnes.

Rahovec Winery Highlights

The winery is located in the centre of Kosovo's wine industry

There are over 3,200 hectares of vineyards

It has one of the largest wine production facilities in Europe with the capacity to process the output of about 7,000 hectares

NBI Rahoveci possesses some 966 hectares of vineyards

Winery possesses 150 hectolitres of wine in its vats of which about 50% is a 2001 vintage

Grape Varieties

Italian Riesling	Gamay
Rhein Riesling	Cabernet Sauvignon
Jilavka	Merlot
Italian Muscat	Vranac
Demir Kapia	Pinot Noir
Muscat Hamb.	Frankovka
Chardonnay	Kardinal
Semillon	Jametna
Smerderevka	Alicante
Rkatsiteli	Bellani
Grustanka	Zhuplanka

Plant and Equipment Machine Type	Quantity
Grape Receiving Stations	6
Stalk Removing Stations	6
Temperature Exchangers	4
Desulfitaliser	1
Vacuum dehydration machine	1
350/700 hl pumps	23
Distillery	1
Kieselguhr filters	2
Equipped Laboratory	1
Fully equipped sparkling wine department	1
Presses	10
Must filtering stations	2
Cooling stabilisation machine	1
Centrifugal Machine	1
Grapes Heating System	1
Complete bottling line	1
Steam supply department	1



Plant and Equipment

During the '90's much of the equipment fell into disrepair and needs to be rehabilitated though the costs of doing so are relatively small compared with the potential value of the assets. Generally speaking this winery is one of the best tools in Europe for processing large volumes of grapes.



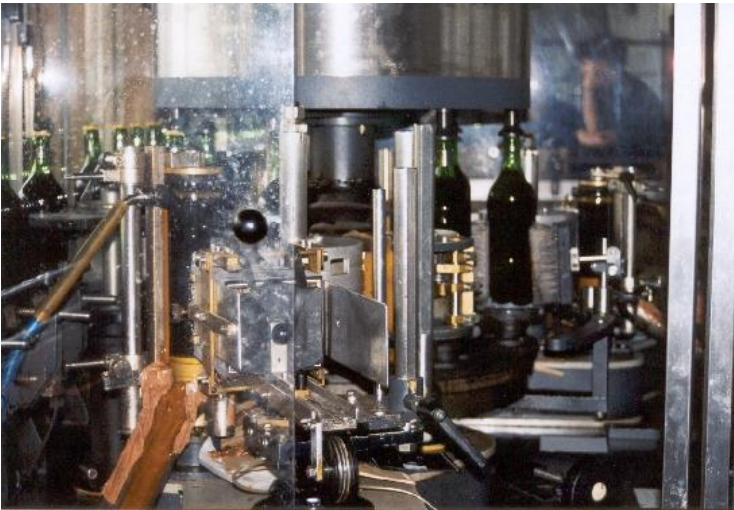
Description of the facilities

The following is a description of the overall characteristics of NBI Rahoveci's winery and vineyards.

The facilities are divided into three units:

- First, close to the main office and the oldest part in the middle of the town of Rahovec
- Second, built 30 years ago that is located two kilometers outside the town, Bodromi 1
- Third, Bodromi 2 built in 1982 across the road from Bodromi 1

Only Bodromi 1 and 2 are operational whilst the facilities in the city are used only for storage. However they could be made to operate again with modest investment.



The storage capacities of Bodromi 1				
44 Vats of	800	Hectolitres	Stainless	35,200
15 Vats of	3,000	Hectolitres	Concrete	45,000
32 Vats of	500	Hectolitres	Concrete	16,000
4 Vats of	7,500	Hectolitres	Iron	30,000
4 Vats of	800	Hectolitres	Iron	3,200
4 Vats of	2,500	Hectolitres	Iron	10,000
8 Vats of	5,000	Hectolitres	Iron	40,000
111		TOTAL		179,400

The Storage capacities of Bodromi 2				
48 Vats of	800	Hectolitres	Stainless	38,400
48 Vats of	750	Hectolitres	Stainless	36,000
6 Vats of	250	Hectolitres	Stainless	1,500
10 Vats of	2,500	Hectolitres	Stainless	25,000
8 Vats of	5,000	Hectolitres	Stainless	40,000
3 Vats of	10,000	Hectolitres	Iron	30,000
3 Vats of	7,500	Hectolitres	Iron	22,500
12 Vats of	300	Hectolitres	Concrete	3,600
6 Vats of	500	Hectolitres	Concrete	3,000
44 Vats of	700	Hectolitres	Concrete	30,800
Different Vats			Wood	50,000
188	Total			280,000
299	Grand Total			460,200

Vineyards

The company owns 966 hectares of vineyards out of which 880 are in good condition or able to be rehabilitated by handwork or light machine work. The vineyards are planted according to the methods adopted in the Yugoslav Federation: 3.333 plants per hectare. However currently some of the plants are dead or missing. The average age is about 20 years. Most of them were well pruned during the past two years and correctly treated.

Since the soil was not treated with fertilizers and herbicides for at least the last two years, there is likely to be a need for soil analysis. On the other hand, these vineyards are ready for biodynamical cultivation. With the proper work and cultivation, we can expect these vineyards to produce 8,000 kilograms per hectare. Yields exceeding this have been achieved by private grape farmers in the region. The vineyard equipment, such as tractors, atomisers, ploughs and small tools all require renewal.

Rahovec Estates

Estates	Surface
Izbishti	41.92
Fush Zocisht	35.42
Macina	76.51
Sophic	63.91
Paskidol	38.42
Pallatica	51.64
Ratkovci 1	143.86
Ratkovci 2	140.79
Krisna	62.13
Rezina Dejmit	55.98
Rezina Polluzhes	153.56
Lis Dervish	44.10
Somovci	58.09
Total	966.33

Production Yield and Cultivation

	Yield per Hectare	Cultivated Area
SOE's	4.4 tons	880 hectares
Private	6-8 tons	2,800 hectares



Office Space

The office building is located in the town. It is more than adequate in size for the needs of the company. There are more than 15 individual offices, a meeting room for more than 20 people and a large room presently devoted to the accounting department. The company does not have modern office equipment.

Staff and Organisation

The company currently numbers some 550 workers. Their organisational structure is typical of socially owned enterprises and in need of modernisation. The technicians and workers have lost many of their skills during the years of neglect in the 1990's and the workforce would need to be retrained to some extent.

For further information about the NBI Rahoveci as well as other privatisation opportunities in Kosovo please contact:

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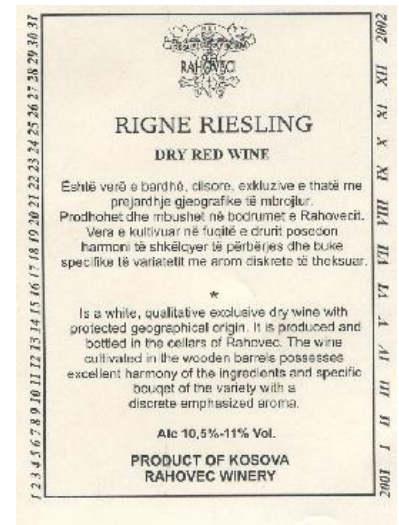
The Kosovo Trust Agency
Green Building "Duhani"
Rruga Vellusha
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Tel: ++ 381 38 500 400 101
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Investment Analysis

At present the plant requires only current normal maintenance. According to a technical report produced by an international wine expert for the European Agency of Reconstruction;

"Rahovec winery is suitable for production and with a reasonable enological capacity. Processing equipment is in working order and only requires timely and normal maintenance."



No information about the Company presented in this Fact Sheet(s) is warranted.

Those wishing to submit a Tender must rely on their own investigation.

Prospective investors are advised to perform their own due diligence prior to submission of any bid or tender proposal.